

## Message Text

LIMITED OFFICIAL USE

PAGE 01 PEKING 00320 280112Z

20

ACTION COME-00

INFO OCT-01 EA-06 ISO-00 CIAE-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 FEA-01 ERDA-05

OES-03 /043 W

----- 086287

R 270845Z FEB 75

FM USLO PEKING

TO SECSTATE WASHDC 3280

INFO AMCONSUL HONG KONG

AMEMBASSY TAIPEI

LIMITED OFFICIAL USE PEKING 0320

E.O. 11652: N/A

TAGS: ETRD CH US BEXP BTRA

SUBJECT: FOREIGN BUYER PROGRAM - U.S. TRADE SHOWS

REF: A. STATE A-517 B. STATE 38624

1. USLO INTENDS TO PROMOTE SHOWS MENTIONED IN PARA 5 BELOW. WE WILL DO SO THROUGH LETTERS TO THOSE PRC TRADE ORGANIZATIONS WHICH WE BELIEVE MIGHT BE INTERESTED, AND WE WOULD APPRECIATE RECEIVING TWENTY BROCHURES ON EACH OF THE SHOWS LISTED. THE CHINESE HAVE SHOWN LITTLE INCLINATION TO SEND REPRESENTATIVES TO U.S. TRADE SHOWS SO FAR, BUT WE THINK STILL WORTHWHILE FOR US TO MAKE THE EFFORT.

2. WE PLAN TO KEEP OUR PROMOTION EFFORT LOW KEY, SINCE ANY HARD SELL EFFORT ON OUR PART MIGHT BE COUNTERPRODUCTIVE. THE CHINESE NORMALLY PREFER TO DEAL WITH U.S. BUSINESSMEN DIRECTLY AND ARE SOMETIMES WARY WHEN USLO BECOMES INVOLVED. IT WOULD BE BEST, WE BELIEVE, NOT TO ASSOCIATE THE USG TOO CLOSELY WITH THE SHOWS, WHICH ARE IN ANY EVENT SPONSORED BY NON-GOVERNMENTAL BUSIH SS ASSOCIATIONS.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PEKING 00320 280112Z

3. WE THREFORE RECOMMEND THAT THE MAJOR EFFORT TO PROMOTE

THE TRADE SHOWS LISTED IN PARA 5 BE UNDERTAKEN BY THE SPONSORS OF THE SHOWS THEMSELVES. TO DO THIS, THEY SHOULD WRITE DIRECTLY TO THE CHINESE TRADE ORGANIZATIONS WHICH WE HAVE TARGETED AS POSSIBLY INTERESTED IN SENDING REPRESENTATIVES. WE WOULD ALSO RECOMMEND THAT THE SPONSORS BRING THEIR SHOWS TO THE ATTENTION OF PRCLC.

4. TO AVOID ANY UNPLEASANT REPERCUSSIONS, IT SHOULD BE DETERMINED BEFORE ANY INFORMATION IS SENT TO PRC ORGANIZATIONS WHETHER ANY DELEGATIONS FROM TAIWAN (AS OPPOSED TO INDIVIDUAL TAIWAN BUSINESSMEN) ARE EXPECTED TO ATTEND THESE SHOWS. SHOULD THE PRC DECIDE TO ATTEND, IT WOULD MOST PROBABLY SEND A SMALL DELEGATION, AND CARE SHOULD BE TAKEN TO AVOID ANY TWO-CHINA PROBLEM. USLO WOULD APPRECIATE IF STATE AND COMMERCE WOULD CHECK THIS OUT AND INSTRUCT US ACCORDINGLY BEFORE WE GO AHEAD.

5. THE SHOWS WHICH WE PROPOSE TO PROMOTE, FOLLOWED IN PARENTHESES, BY THE CHINESE ORGANIZATIONS (S) WHICH WE THINK SHOULD BE CONTACTED, ARE AS FOLLOWS (FULL NAMES AND ADDRESSES ARE AVAILABLE IN BEWT):

A. INTERNATIONAL ENERGY EXPOSITION AND CONGRESS (MACHIMPEX, TECHIMPORT AND CCPIT)

B. NATIONAL EXPOSITION FOR FOOD PROCESSERS (MACHIMPEX, CEROILFOOD, CHINA NATIONAL EXPORT PACKAGING CORPORATION AND CCPIT)

C. DESIGN ENGINEERING SHOW (MACHIMPEX, TECHIMPORT, CCPIT)

D. ELECTRO '76 (MACHIMPEX, CCPIT)

E. INTERNATIONAL PETROLEUM EXPOSITION (MACHIMPEX, TECHIMPORT, CCPIT)  
BUSH

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975PEKING00320  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750070-0594  
**From:** PEKING  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t1975027/aaaaafre.tel  
**Line Count:** 97  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE A-517, 75 STATE 38624  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 09 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <09 JUL 2003 by MartinML>; APPROVED <10 JUL 2003 by GolinoFR>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUYER PROGRAM - U.S. TRADE SHOWS  
**TAGS:** BEXP, BTRA, CH, US  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006